

Message Text

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PAGE 01 BERN 00428 270133Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----041973 271815Z /43

R 261515Z JAN 78
FM AMEMBASSY BERN
TO USDOC WASHDC
INFO SECSTATE WASHDC 5657
AMCONSUL ZURICH
AMEMBASSY MADRID
AMCONSUL BARCELONA
AMEMBASSY ATHENS
AMEMBASSY ANKARA

UNCLAS BERN 428

EO 11652: N/A
TAGS: BEXP, SZ
SUBJ: COMPUTER SYSTEMS TRADE/SEMINAR MISSION

1. THIS IS INTERIM REPORT, AS FILED BY MISSION DIRECTOR,
ONSUBJECT MISSIONS ACTIVITIES IN ZURICH, FIRST STOP
ON ITINERARY,
2. EVEN THOUGH ZURICH STOP-OVER ADDED TO MISSION ITINERARY
ONLY AT LAST MINUTE IN RESPONSE REQUEST FROM AMB WARNER, MISSION
COMPLETED TWO PRODUCTIVE DAYS INDIVIDUAL BUSINESS APPOINTMENTS
AND VERY PLEASED WITH RESULTS OBTAINED, NOTWITHSTANDING
EXTREMELY SHORT LEAD TIME AND DIFFICULT PLANNING
CIRCUMSTANCES.
3. REGRETTABLY, MISSION BRIEFING SCHEDULED FOR 5:00PM
JAN 18 COULD NOT BE HELD BECAUSE OF LATE ARRIVAL
OF MISSION MEMBERS. BAD WEATHER CONDITIONS PREVAILING
AT CONNECTING AIRPORTS IN WEST EUROPEAN CITIES CAUSED
UNAVOIDABLE DELAYS IN MEMBERS FLIGHT DEPARTURES.
KIMBERLIN OF TELEDYNAMICS RESORTED TO 20 HOUR TRAIN
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TRIP TO BYPASS FOGGED-IN HEATHROW AIRPORT.

4. MISSION MOST APPRECIATE FOR EXCELLENT ARRANGMENTS,
PROGRAM AND COOPERATION EXTENDED BY EMBASSY BERN AND
CONGEN ZURICH.
5. "HAPPY HOUR" JAN 19 AND 20 ATTENDED EACH EVENING BY

ABOUT 25 GUESTS FROM APPOINTMENT SCHEDULES, LOCAL
BUSINESS COMMUNITY AND PRESS.

6. TWO DAYS VISIT RESULTED IN 25 BUSINESS APPOINTMENTS FOR
THREE COMPANIES. EXPECTED SALES OF \$285,000 AND ONE
REPRESENTATION AGREEMENT EXPECTED NEXT TWELVE MONTHS.
TWO OF THREE PARTICIPATING COMPANIES ACHIEVED PRIMARY
OBJECTIVE. VERSATEC DID NOT SEND REP ON SWISS
LEG OF ITINERARY.

7. MISSION DEPARTED ZURICH FOR MADRID, SATURDAY, JAN
21 ON SR 650 AT 1240 HOURS.
WARNER

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 jan 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BERN00428
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780041-0332
Format: TEL
From: BERN
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780121/aaaaarnx.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 274a09e0-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3712730
Secure: OPEN
Status: NATIVE
Subject: COMPUTER SYSTEMS TRADE/SEMINAR MISSION
TAGS: BEXP, SZ
To: COM
Type: TE
vdkgvwkey: odbs://SAS/SAS.dbo.SAS_Docs/274a09e0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014